



INDIANA

A state that works for *your* agribusiness



INDIANA
STATE DEPARTMENT OF
AGRICULTURE

INDIANA AGRICULTURE

Throughout Indiana's rich history, agriculture has played an important role in the state's economic and cultural identity. Indiana is home to nearly 60,000 farms cultivating more than 14 million acres. The average farm size in Indiana is 256 acres. A variety of crop and livestock categories are ranked in the top five nationally, and Indiana actively promotes the use of biofuels, including ethanol and blended biofuels, derived from corn and soybeans.

Indiana's natural environment and commitment to supporting industries make it an ideal location for agricultural business opportunities – a state that works for agribusiness.

TOP 5 NATIONAL RANKINGS

- » **1st** in commercial duck production, wood office furniture, and kitchen cabinet manufacturing.
- » **2nd** in popcorn production, ice cream production, egg layers inventory, and cropland planted with a cover crop.
- » **3rd** in spearmint, tomatoes for processing, and total eggs produced.
- » **4th** in soybeans, turkeys raised, and peppermint.
- » **5th** in corn (for grain), watermelon, and hog production.

ECONOMICS

Agriculture is a vital component of Indiana's economic health. In fact, more than 83 percent of Indiana's land is devoted to farms and forests. At the heart of Indiana agriculture is a desire to sustain Indiana's resources while fueling economic growth throughout our state. Every 10 jobs directly related to agriculture supports an additional eight jobs in the state.

- » Agriculture generates \$31.2 billion towards Indiana's Gross Domestic Product.
- » Agriculture is responsible for more than 100,000 jobs in Indiana.
- » Indiana exported more than \$4.6 billion in agricultural products.

Sources: USDA NASS; Economic Research Service; Indiana Business Research Center, Kelley School of Business, Indiana University, Beyond the Farm



***We're not only a workforce,
but a force that works.***

CORN AND SOYBEAN LEADERS

In Indiana agriculture, corn and soybeans are at the top of the list. These two cash crops make up more than 60 percent of the agricultural products sold in Indiana. In a typical year, almost half of the cropland in Indiana is corn.

While corn and soybeans can find their way from field to fork, they also play a critical role in the overall agriculture industry. Soybean products serve as the leading source of protein for livestock and poultry. The corn and soybeans grown in the state are also made into biofuels and fiber materials such as ethanol and carpet.

What we grow in Indiana does not all stay in the state. More than \$4.6 billion of agricultural products are exported throughout the world, producing important economic benefits for Indiana.

CORN FACTS

- » Corn is the leading commodity in Indiana, totaling \$3.16 billion in sales.
- » Much of the corn grown in Indiana is used to feed pigs, cows and chickens.
- » Indiana produces a wide variety of corn, including more than 20 percent of the United States' popcorn supply.
- » Generating more than \$678 million, Indiana is the fifth largest corn exporter in the nation.

SOYBEAN FACTS

- » Soybeans are the second largest commodity in Indiana, totaling \$2.84 billion in sales.
- » Soybeans and related products account for half of Indiana's agricultural exports.
- » Soybean exports support more than 17,700 direct jobs in Indiana.
- » Indiana's soybean production totaled 324 million bushels.



***We're invested in agriculture,
and the future of Indiana.***

PORK, POULTRY/EGGS, AND DAIRY LEADERS

While Indiana is a leader in corn and soybeans, we are also nationally renowned for our pork, poultry/eggs, and dairy sectors. Together, these five commodities make up more than 90 percent of the total cash receipts farmers receive every year. Overall, our livestock industry is a major economic driver and is especially important today as more consumers around the world are incorporating animal protein as part of their diets.

PORK FACTS

- » Meat animal production, such as hogs and pigs, is the third largest commodity in Indiana, totaling \$1.38 billion in sales.
- » Indiana has roughly 3,000 family pork farmers.
- » Generating nearly \$319 million, Indiana is the fifth largest pork exporter in the nation.

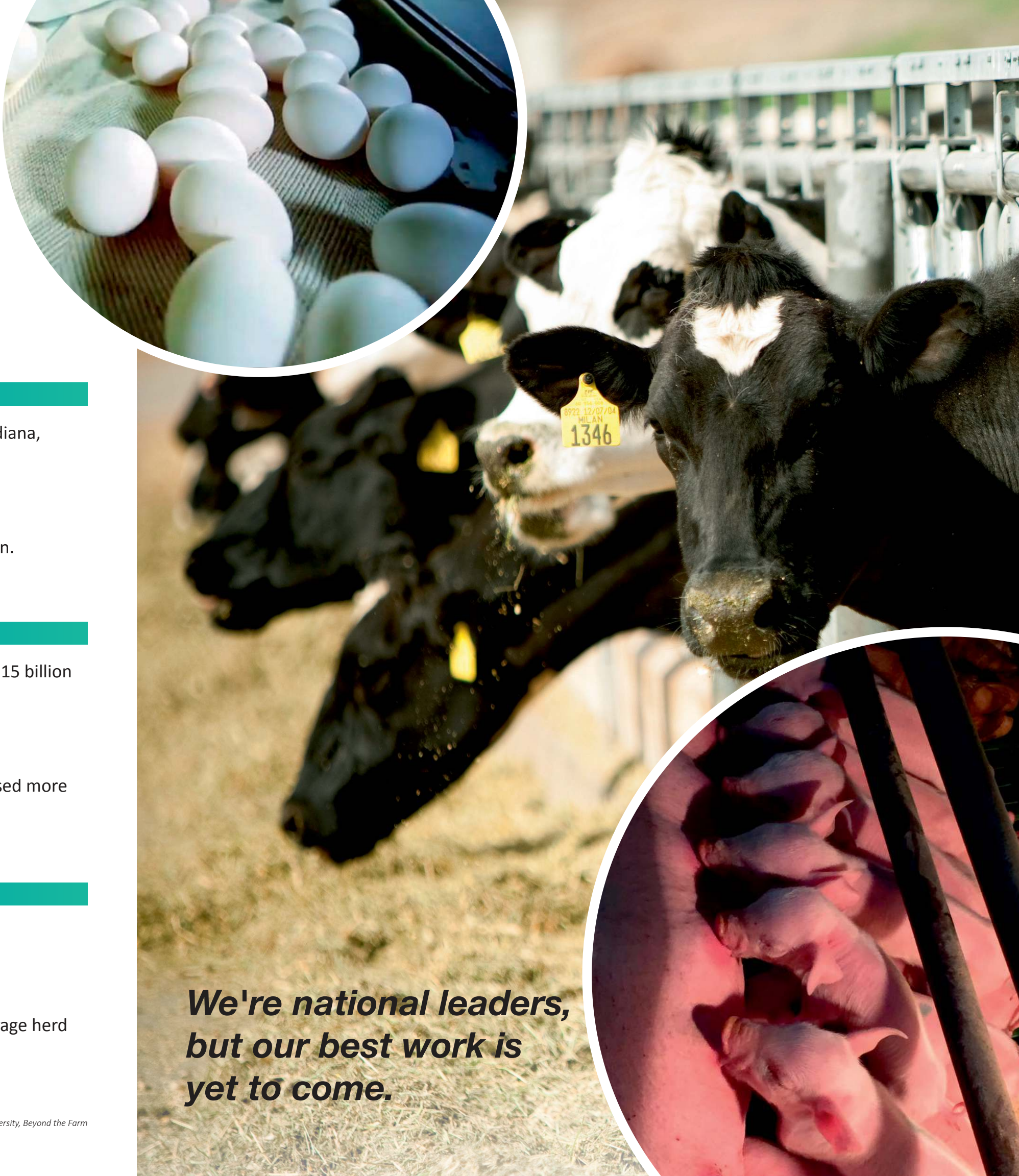
POULTRY/EGG FACTS

- » Poultry and eggs combined are the fourth largest commodity in Indiana, totaling \$1.15 billion in sales.
- » Last year, more than 8 billion eggs were produced in Indiana.
- » In total, there are more than 40 million chickens in Indiana, and Hoosier farmers raised more than 19 million turkeys.

DAIRY FACTS

- » Dairy is the fifth largest commodity in Indiana, totaling \$667 million in sales.
- » Indiana’s 187,000+ cows produce more than 4 billion pounds of milk each year.
- » There are more than 1,000 licensed dairy farms that call Indiana home, with an average herd size of 186 cows per farm.

Sources: USDA NASS; Indiana Pork; Indiana Business Research Center, Kelley School of Business, Indiana University, Beyond the Farm



***We're national leaders,
but our best work is
yet to come.***

HARDWOOD LEADERS

Indiana’s reputation for high-quality hardwoods and a Hoosier hospitality business ethic has allowed us to rank first nationally in the production of wood office furniture, wood kitchen cabinets and veneer; second in manufactured homes; third in engineered wood products; fourth in pre-fabricated wood buildings and fifth in upholstered wood furniture.

There are more than 4.8 million acres of forest land in Indiana (a total acreage larger than Connecticut and Rhode Island combined), and this industry is green and sustainable with total forest growth 1.5 times faster than timber harvest.

We continue to increase Indiana's competitiveness in the hardwood industry through trade missions and consumer awareness both nationally and internationally, securing existing hardwoods manufacturing jobs and local demand for the state's high-quality timber.

HARDWOOD FACTS

- » The total annual economic impact of Indiana's hardwoods industry is \$13.5 billion.
- » Indiana's hardwoods industry has more than 31,000 direct jobs and an additional 86,000 jobs in economic sectors supporting the industry.

Sources: USDA; ISDA; Division of Forestry Indiana Department of Natural Resources



***We're always moving forward,
and building on our success.***

A CLIMATE INSPIRING DIVERSITY AND SUCCESS

The agricultural industry in Indiana is diverse and prosperous. Indiana is where agricultural companies from around the world find success. Indiana is ranked among the highest producing states in the nation, with our commodities considered as some of the best in the industry.

In addition to crop and livestock agriculture, Indiana is home to a thriving specialty crop sector, and a growing number of agritourism destinations and farmers markets.

*We're diverse and support
all sectors of agriculture.*



AQUACULTURE

Indiana produces around 1.5 million pounds of fish per year from about 40 farms estimated at a value of \$15 million. Fish grown in Indiana include tilapia, yellow perch, prawns, shrimp, bait fish, catfish, hybrid striped bass, ornamental fish, and more.



SPECIALTY CROPS

In addition to crops like corn and soybeans, farmers grow more than 30 different major fruits and vegetables each year. Indiana is a top five producer of tomatoes for processing, spearmint, peppermint, and watermelons.



WINERIES

Indiana's award-winning wineries range from small shops in quaint towns to large farms set on hundreds of acres. Since 2004, the number of Indiana wineries has increased 128 percent.



AGRITOURISM

Agriculture is Indiana's calling card and agritourism is bolstering that further. Our state has a robust, growing agritourism industry with more than 300 pristine agritourism destinations around the state.



FARMERS MARKETS

More than 175 farmers markets call Indiana home, and each market is unique to its own community. People want to buy local and support their neighbors, which has given rise to more farmers markets around the state.



ETHANOL

With 13 ethanol plants and 5 biodiesel plants, Indiana has the opportunity to produce more than 1 billion gallons of biofuels per year, which supports the livelihood of countless Hoosier farmers.

INNOVATION, TWENTY-FIRST CENTURY LEADERSHIP

Throughout history, many advances in tools, machinery and farming practices have made American farmers the most productive in the world. In the 21st century, many new ways to improve agriculture and food processing are researched and developed here in Indiana.

Purdue University in West Lafayette, Indiana is home to one of the world’s most outstanding colleges of agriculture (ranked fifth in the world by Quacquarelli Symonds). Purdue provides degree programs in all areas of agriculture, ranging from agronomy to economics. Under the guidance of renowned professors, Purdue is discovering innovative ways to improve agriculture through cutting-edge research.

The work at Purdue complements the life science and medical studies at Indiana University’s Bloomington and Indianapolis campuses, as well as other colleges and universities like Ivy Tech Community College and Huntington University. With a deep bench of agriculture colleges, we are cultivating the next generation of innovators and agriculture professionals here in our state.

In addition to research and development at the universities, a number of leading agribusinesses located in all parts of Indiana are developing and enhancing their own products. Indiana is home to multiple global companies who have their own teams of experts conducting important research.

To facilitate collaboration and synergies among all of these public and private sector entities, AgriNovus Indiana has been launched. Representatives from agribusinesses, academia and government agencies are leading this effort to firmly establish Indiana as a world center for innovation in both agricultural practices and food processing technology. Through this initiative, Indiana agribusinesses can help feed the world with more plentiful and nutritional food products.

Sources: Purdue University; Quacquarelli Symonds



We're innovators for tomorrow's agriculture.

CROSSROADS OF AMERICA

Located in America’s heartland, Indiana is positioned to distribute goods throughout the world. Warehousing and logistics have become major industries based on the state’s extensive transportation infrastructure and central location.



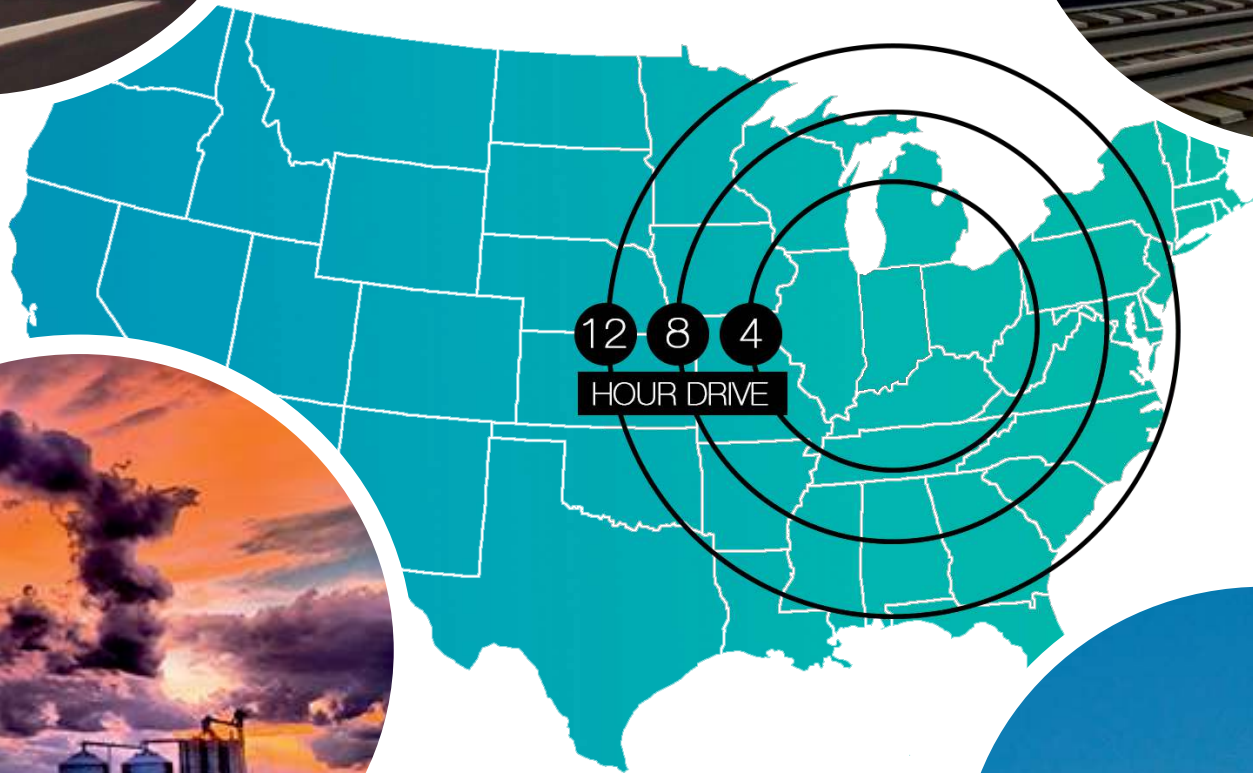
ROADS

The state of Indiana has more than 11,000 miles of highway. Eight major interstate highways cross the state and provide easy one-day access to 80 percent of the U.S. population, including major markets like Chicago, Atlanta, St. Louis, New York City, and Washington, D.C.



RAILROADS

Indiana has the third most freight railroads in all the U.S. and more than 4,448 miles of railroad.



WATERBORNE SHIPMENTS

Three deep water ports have been developed by the state – two located on the Ohio River and one on Lake Michigan. Together, these ports handle over \$1.5 billion of products on freighters traveling to and from ports around the world.



AIR CARGO

Indianapolis International Airport is the seventh busiest air cargo facility in the U.S. It is home to the second largest FedEx hub in the world. Airports in Fort Wayne, Evansville, and South Bend also have air cargo service.

Source: Indiana Economic Development Corporation



INDIANA IS OPEN FOR BUSINESS!

If you're looking for high-quality agriculture, hardworking people, and encouragement for your business to succeed, consider Indiana – *a state that works for your agribusiness!*



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